

## Message Text

UNCLASSIFIED

PAGE 01 BRUSSE 16017 092039Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----026525 092048Z /64

P 092011Z NOV 77  
FM AMEMBASSY BRUSSELS  
TO USDOC WASHDC PRIORITY  
INFO SECSTATE WASHDC 3038

UNCLAS BRUSSELS 16017

COMMERCE PASS SOONEST TO NILS BASSETT EXT. 5037

E.O. 11652: N/A  
TAGS: BBSR, BEXP, BE  
SUBJ: OPERATIONS MARKET RESEARCH - INDUSTRIAL EQUIPMENT -  
BELGIUM

REF: USDOC 20761; BRUSSELS 14752

1. IN CONNECTION WITH PREPARATION OF THREE MARKET BRIEFS  
MENTIONED IN COMMERCE REFTEL, PLEASE SEND US AUTHORIZATION  
FOR \$1500 WITH APPROPRIATE FISCAL DATA SO THAT WE CAN  
CONTRACT OUT STUDIES SOONEST TO MEET JANUARY 1, 1978  
DEADLINE.

2. THESE MARKET BRIEFS WILL BE MADE UNDER NON-PERSONAL  
SERVICES CONTRACT BETWEEN EMBASSY AND USCITIZEN CONTRACTOR.  
RESEARCH AND DRAFTING OF REPORTS WILL BE DONE BY CONTRACTOR.  
EMBASSY WILL PROVIDE WORKING SPACE, GUIDANCE, AND WILL  
ARRANGE FINAL TYPING. FINAL PRODUCT WILL BE REVIEWED  
AND APPROVED BY EMBASSY PRIOR TO SUBMISSION TO COMMERCE.

3. WE WOULD PROPOSE TO CONTRACT OUT FOR AT LEAST FIVE  
MORE MARKET BRIEFS IF OUR INITIAL EXPERIENCE IS SATIS-  
FACTORY AND IF FUNDS COULD BE MADE AVAILABLE. THESE  
BRIEFS WHICH ARE ALL RELATED TO FORTHCOMING TRADE  
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PROMOTION EVENTS INCLUDE: BUSINESS EQUIPMENT AND SYSTEMS;  
PULP AND PAPER EQUIPMENT; INDUSTRIAL ELECTRICAL EQUIPMENT;  
POLLUTION CONTROL EQUIPMENT; AND CONSUMER GOODS. CHAMBERS

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## Message Attributes

**Automatic Decaptioning:** X  
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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Disposition Approved on Date:**  
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**Enclosure:** n/a  
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**Errors:** N/A  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
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